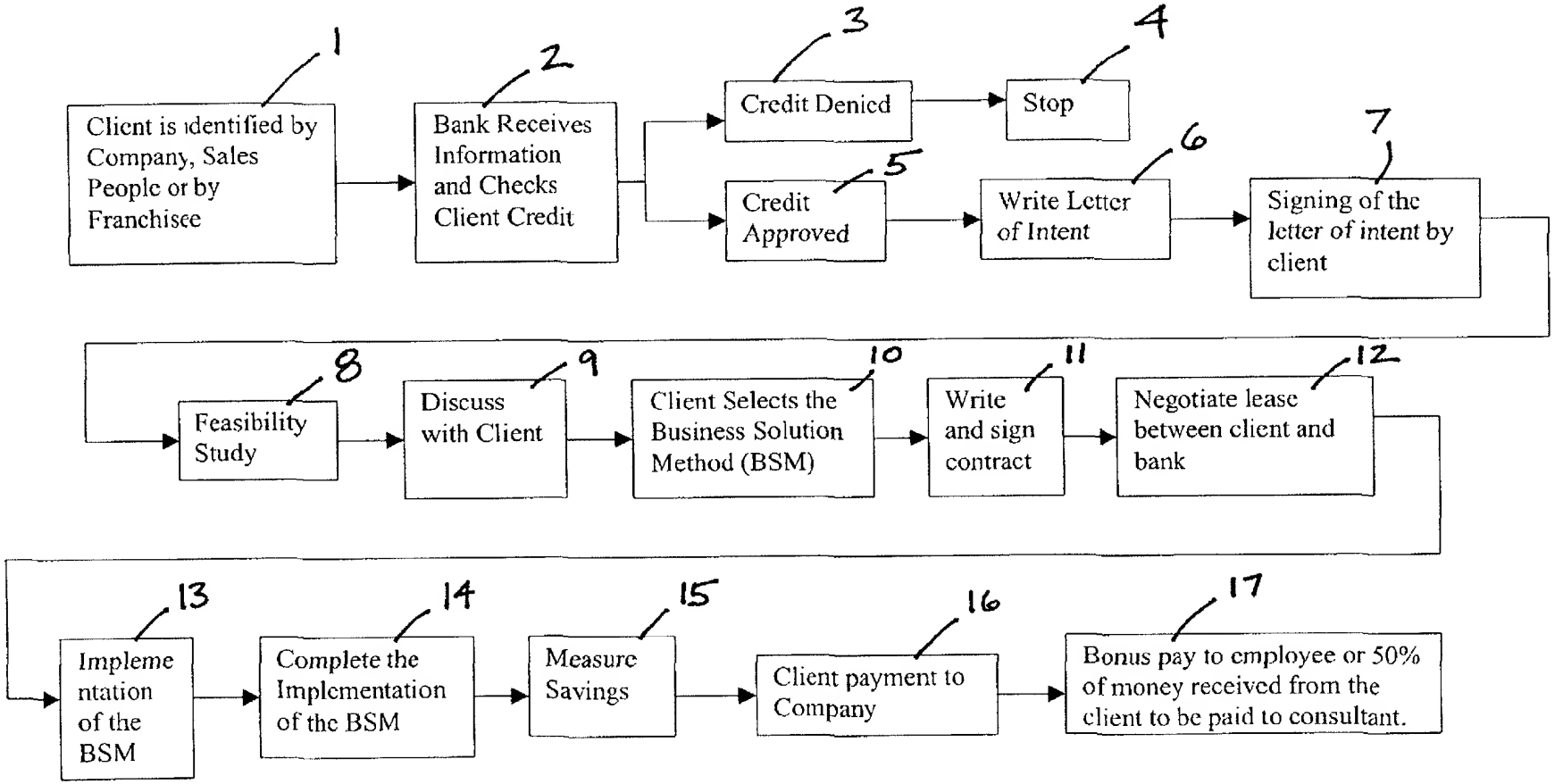
1
Client is identified by Company, Sales People or by Franchisee
2
Bank Receives Information and Checks Client Credit
3
Credit Denied
4
Stop
5
Credit Approved
6
Write Letter of Intent
7
Signing of the letter of intent by client
8
Feasibility Study
9
Discuss with Client
10
Client Selects the Business Solution Method (BSM)
11
Write and sign contract
12
Negotiate lease between client and bank
13
Impleme ntation of the BSM
14
Complete the Implementation of the BSM
15
Measure Savings
16
Client payment to Company
17
Bonus pay to employee or 50% of money received from the client to be paid to consultant.

FIG. 1

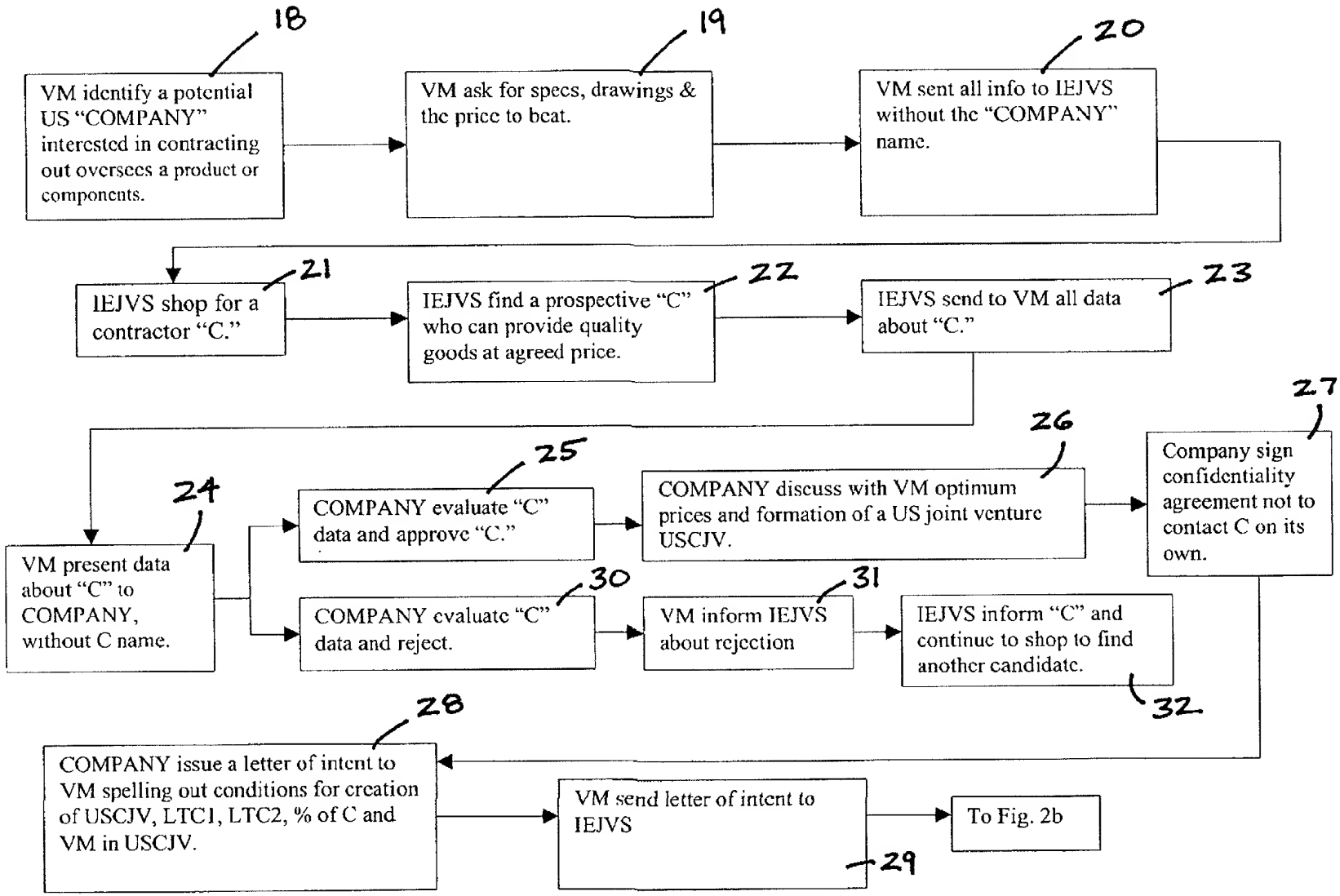
18
VM identify a potential US "COMPANY" interested in contracting out oversees a product or components.
19
VM ask for specs, drawings & the price to beat.
20
VM sent all info to IEJVS without the "COMPANY" name.
21
IEJVS shop for a contractor "C."
22
IEJVS find a prospective "C" who can provide quality goods at agreed price.
23
IEJVS send to VM all data about "C."
24
VM present data about "C" to COMPANY, without C name.
25
COMPANY evaluate "C" data and approve "C."
26
COMPANY discuss with VM optimum prices and formation of a US joint venture USCJV.
27
Company sign confidentiality agreement not to contact C on its own.
30
COMPANY evaluate "C" data and reject.
31
VM inform IEJVS about rejection
IEJVS inform "C" and continue to shop to find another candidate.
32
28
COMPANY issue a letter of intent to VM spelling out conditions for creation of USCJV, LTC1, LTC2, % of C and VM in USCJV.
VM send letter of intent to IEJVS
29
To Fig. 2b

FIG. 2a

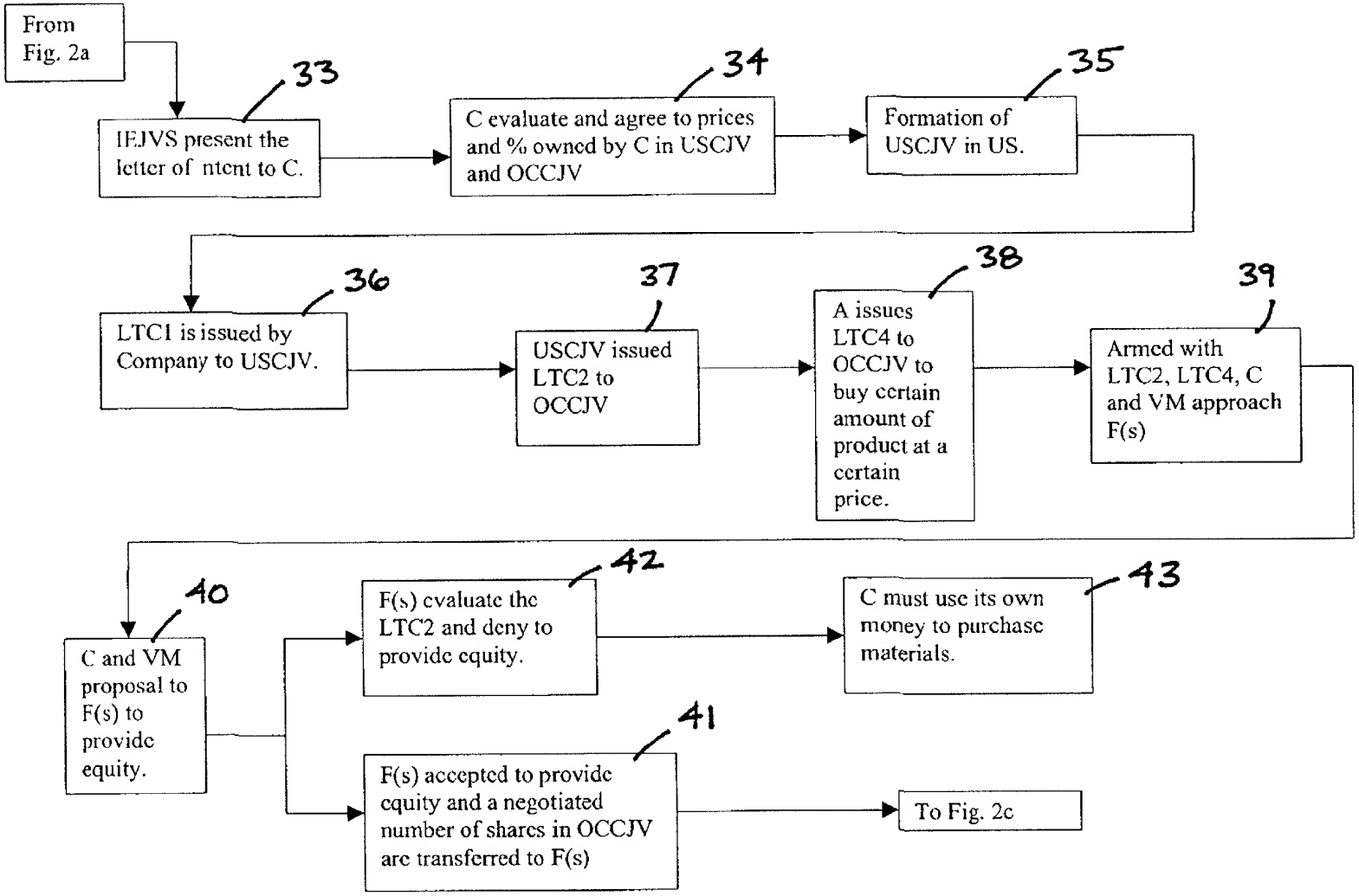
From Fig. 2a
33
IEJVS present the letter of ntent to C.
34
C evaluate and agree to prices and % owned by C in USCJV and OCCJV
35
Formation of USCJV in US.
36
LTC1 is issued by Company to USCJV.
37
USCJV issued LTC2 to OCCJV
38
A issues LTC4 to OCCJV to buy certain amount of product at a certain price.
39
Armed with LTC2, LTC4, C and VM approach F(s)
40
C and VM proposal to F(s) to provide equity.
42
F(s) evaluate the LTC2 and deny to provide equity.
43
C must use its own money to purchase materials.
41
F(s) accepted to provide equity and a negotiated number of shares in OCCJV are transferred to F(s)
To Fig. 2c

FIG. 2b

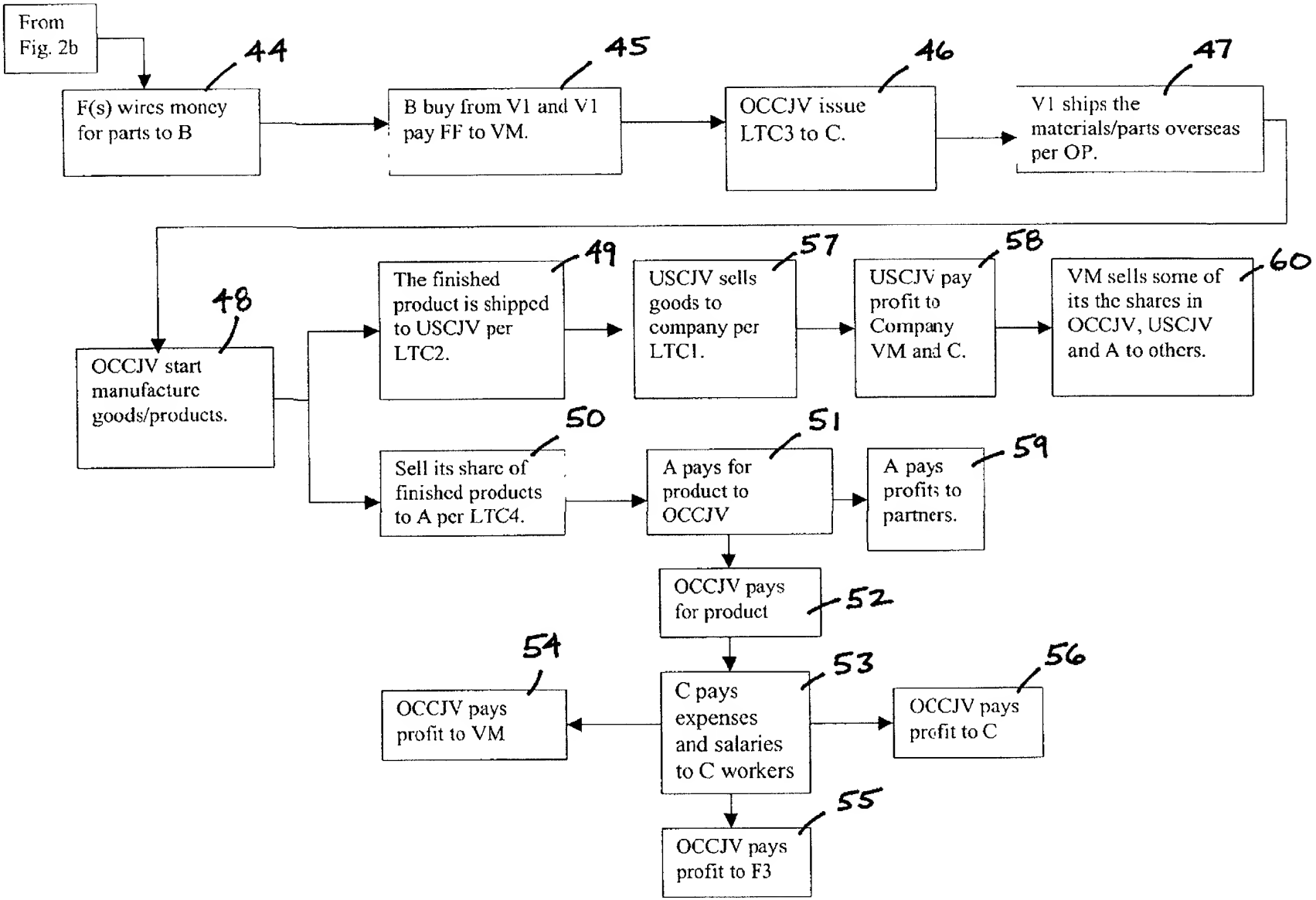
From Fig. 2b
44
F(s) wires money for parts to B
45
B buy from V1 and V1 pay FF to VM.
46
OCCJV issue LTC3 to C.
47
V1 ships the materials/parts overseas per OP.
48
OCCJV start manufacture goods/products.
49
The finished product is shipped to USCJV per LTC2.
57
USCJV sells goods to company per LTC1.
58
USCJV pay profit to Company VM and C.
60
VM sells some of its the shares in OCCJV, USCJV and A to others.
50
Sell its share of finished products to A per LTC4.
51
A pays for product to OCCJV
59
A pays profits to partners.
OCCJV pays for product
52
54
OCCJV pays profit to VM
53
C pays expenses and salaries to C workers
56
OCCJV pays profit to C
55
OCCJV pays profit to F3

FIG. 2c

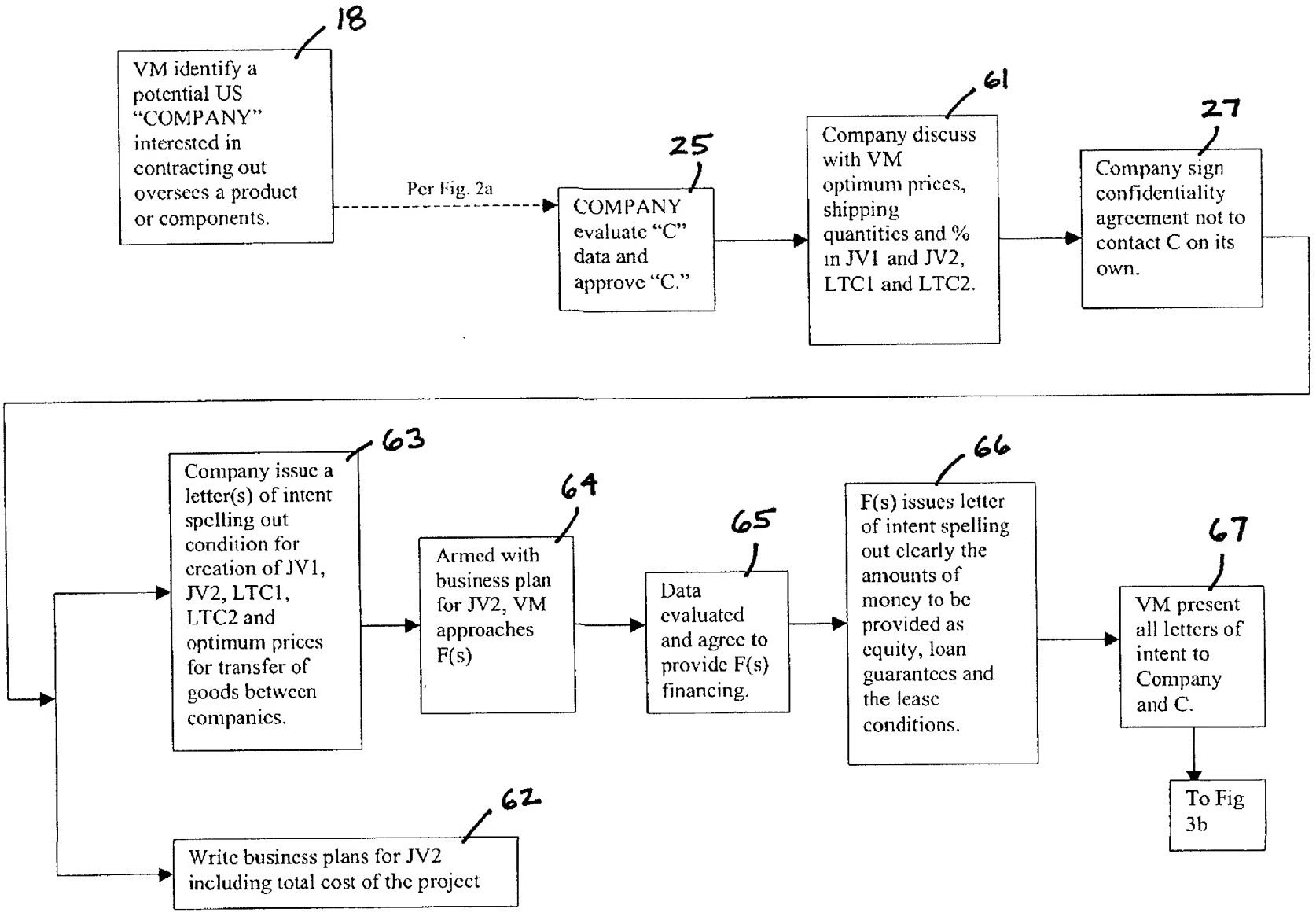
18
VM identify a potential US "COMPANY" interested in contracting out oversees a product or components.
Per Fig. 2a
25
COMPANY evaluate "C" data and approve "C."
61
Company discuss with VM optimum prices, shipping quantities and % in JV1 and JV2, LTC1 and LTC2.
27
Company sign confidentiality agreement not to contact C on its own.
63
Company issue a letter(s) of intent spelling out condition for creation of JV1, JV2, LTC1, LTC2 and optimum prices for transfer of goods between companies.
64
Armed with business plan for JV2, VM approaches F(s)
65
Data evaluated and agree to provide F(s) financing.
66
F(s) issues letter of intent spelling out clearly the amounts of money to be provided as equity, loan guarantees and the lease conditions.
67
VM present all letters of intent to Company and C.
To Fig 3b
62
Write business plans for JV2 including total cost of the project

FIG. 3a

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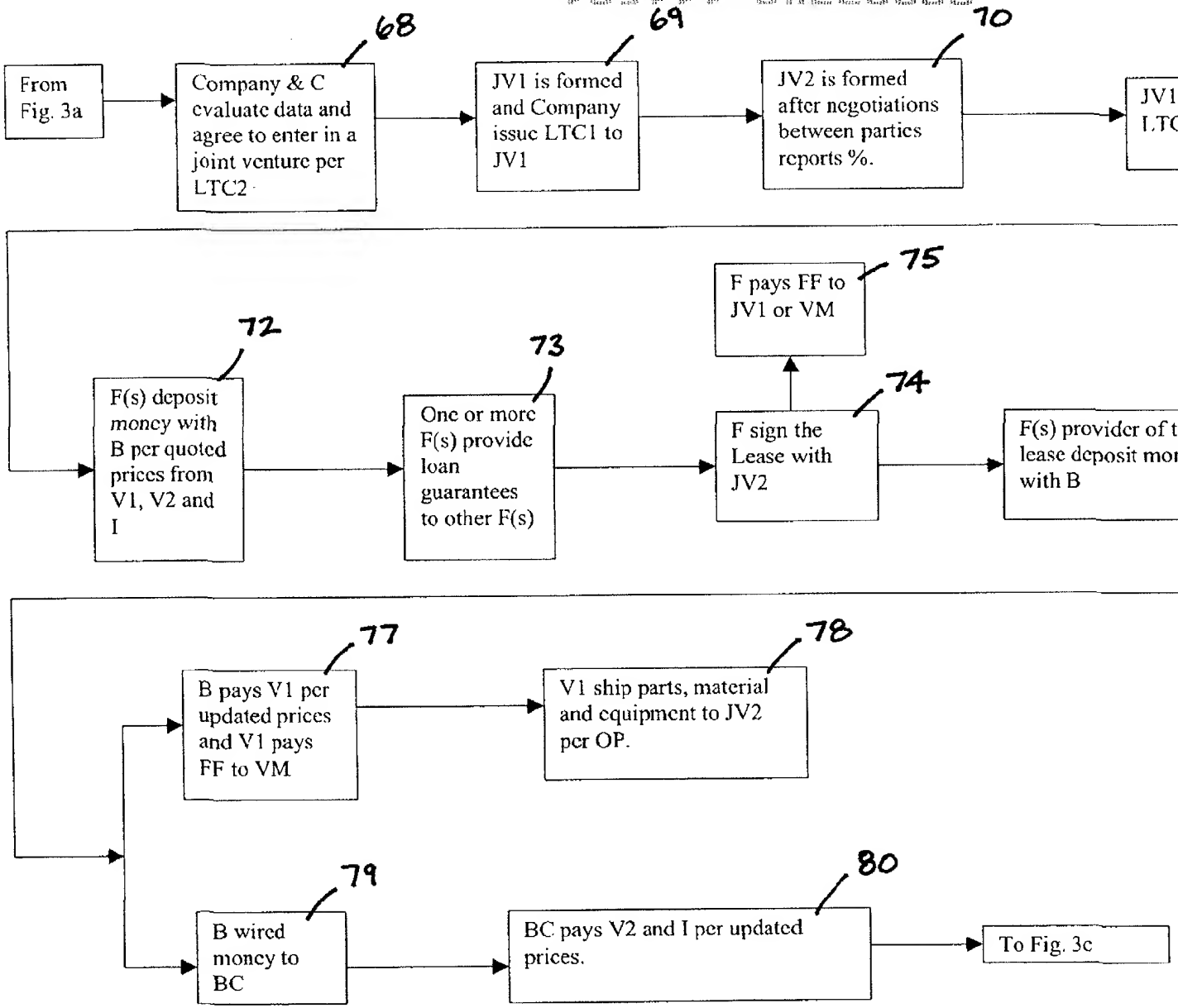

FIG 3b

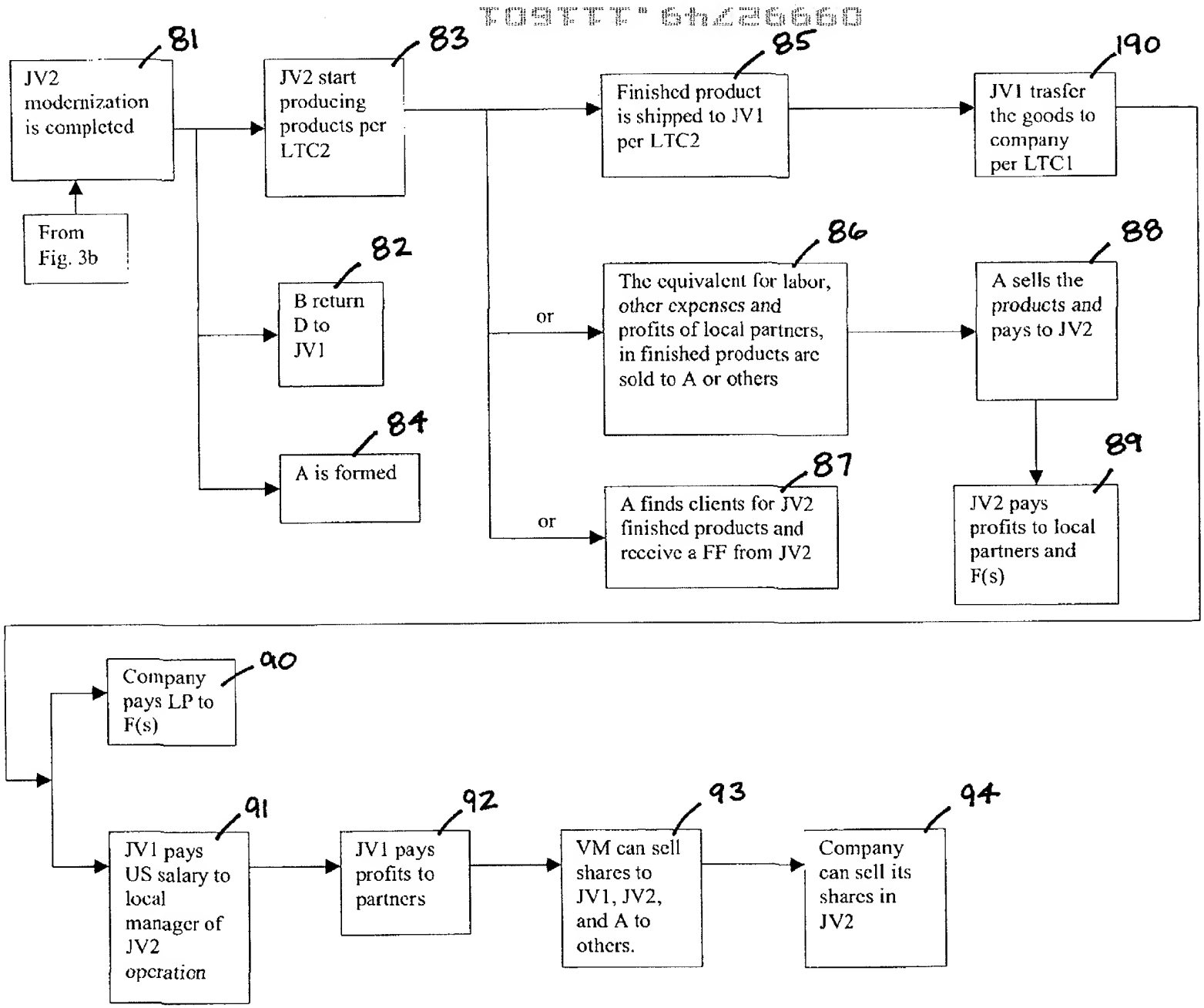
81
JV2 modernization is completed
From Fig. 3b
83
JV2 start producing products per LTC2
82
B return D to JV1
84
A is formed
85
Finished product is shipped to JV1 per LTC2
190
JV1 trasfer the goods to company per LTC1
or
86
The equivalent for labor, other expenses and profits of local partners, in finished products are sold to A or others
88
A sells the products and pays to JV2
89
JV2 pays profits to local partners and F(s)
or
87
A finds clients for JV2 finished products and receive a FF from JV2
90
Company pays LP to F(s)
91
JV1 pays US salary to local manager of JV2 operation
92
JV1 pays profits to partners
93
VM can sell shares to JV1, JV2, and A to others.
94
Company can sell its shares in JV2

FIG. 3c

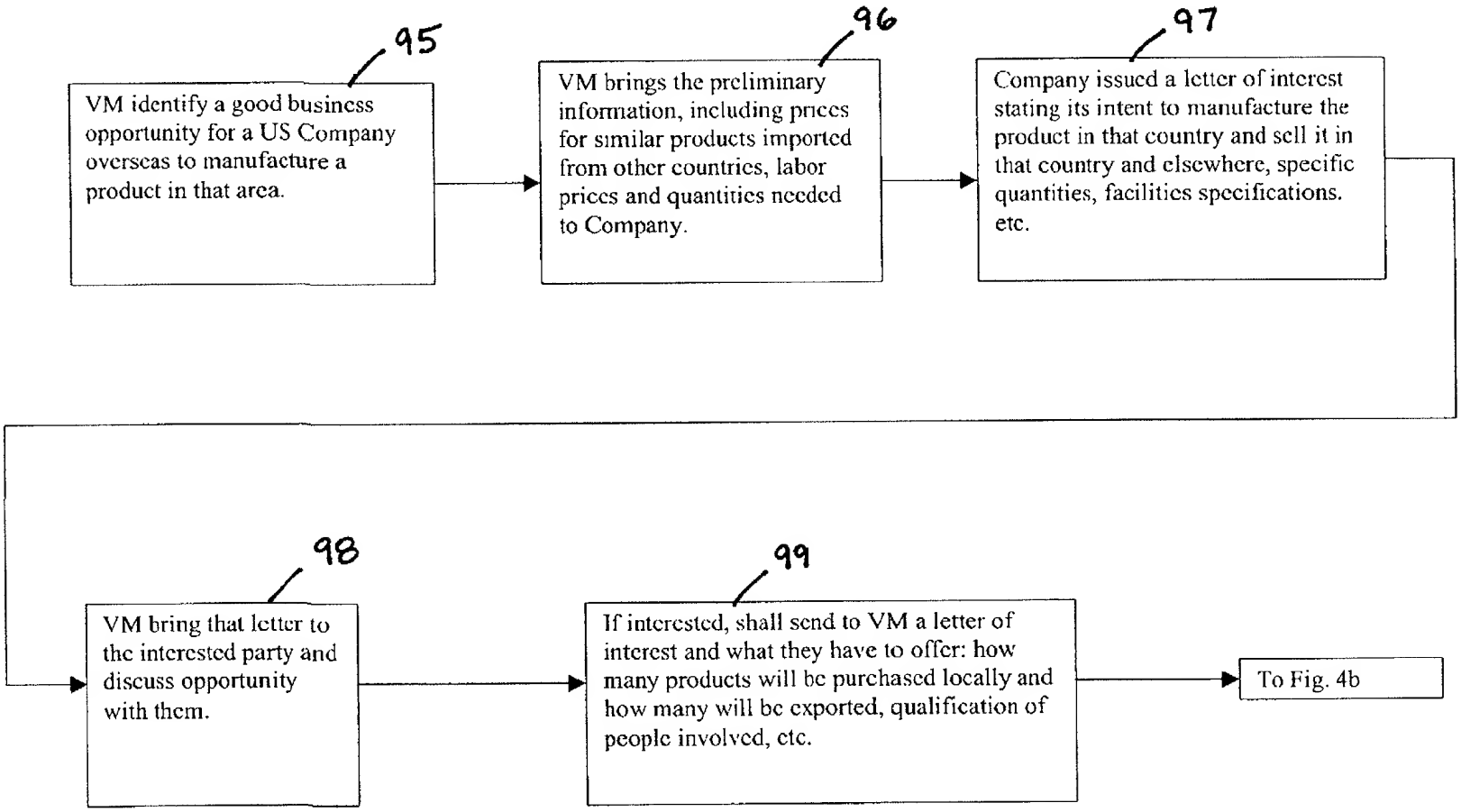
95
VM identify a good business opportunity for a US Company overseas to manufacture a product in that area.
96
VM brings the preliminary information, including prices for similar products imported from other countries, labor prices and quantities needed to Company.
97
Company issued a letter of interest stating its intent to manufacture the product in that country and sell it in that country and elsewhere, specific quantities, facilities specifications. etc.
98
VM bring that letter to the interested party and discuss opportunity with them.
99
If interested, shall send to VM a letter of interest and what they have to offer: how many products will be purchased locally and how many will be exported, qualification of people involved, etc.
To Fig. 4b

FIG. 4a

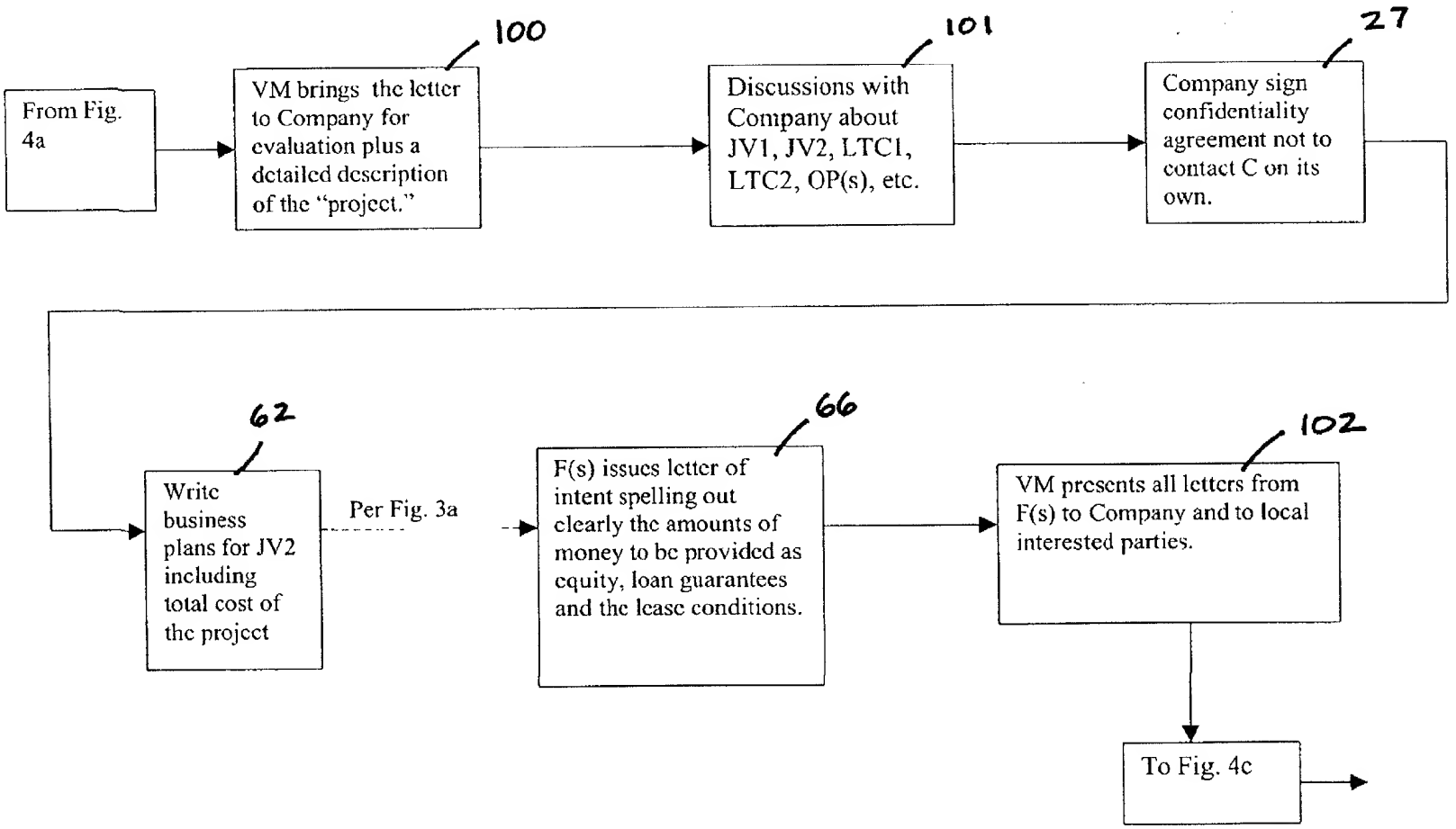
From Fig. 4a
100
VM brings the letter to Company for evaluation plus a detailed description of the "project."
101
Discussions with Company about JV1, JV2, LTC1, LTC2, OP(s), etc.
27
Company sign confidentiality agreement not to contact C on its own.
62
Write business plans for JV2 including total cost of the project
Per Fig. 3a
66
F(s) issues letter of intent spelling out clearly the amounts of money to be provided as equity, loan guarantees and the lease conditions.
102
VM presents all letters from F(s) to Company and to local interested parties.
To Fig. 4c

FIG. 4b

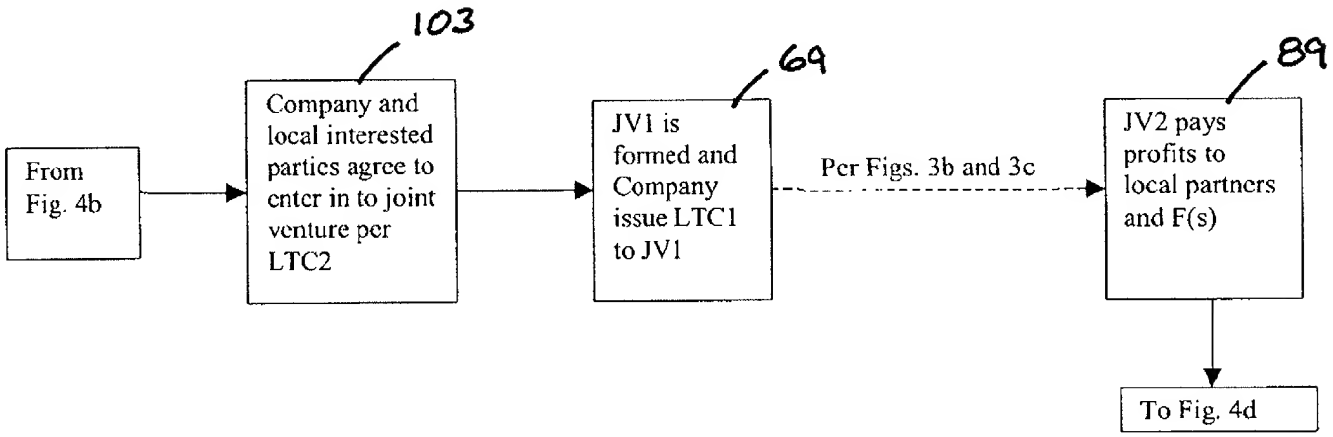
103
69
89
From Fig. 4b
Company and local interested parties agree to enter in to joint venture per LTC2
JV1 is formed and Company issue LTC1 to JV1
Per Figs. 3b and 3c
JV2 pays profits to local partners and F(s)
To Fig. 4d

FIG. 4c

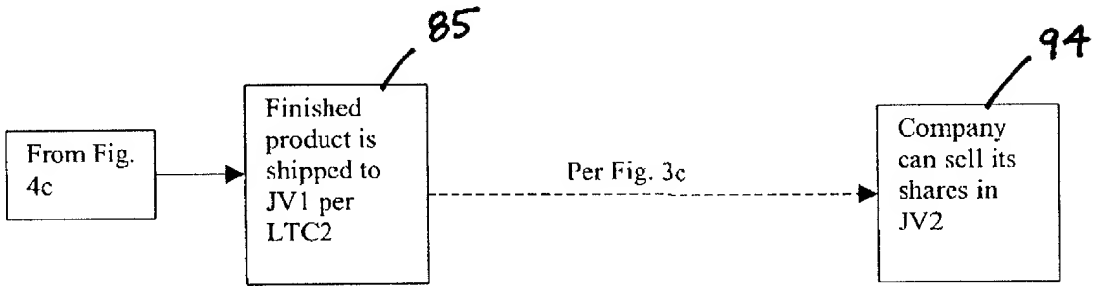
85
94
From Fig. 4c
Finished product is shipped to JV1 per LTC2
Per Fig. 3c
Company can sell its shares in JV2

FIG. 4d

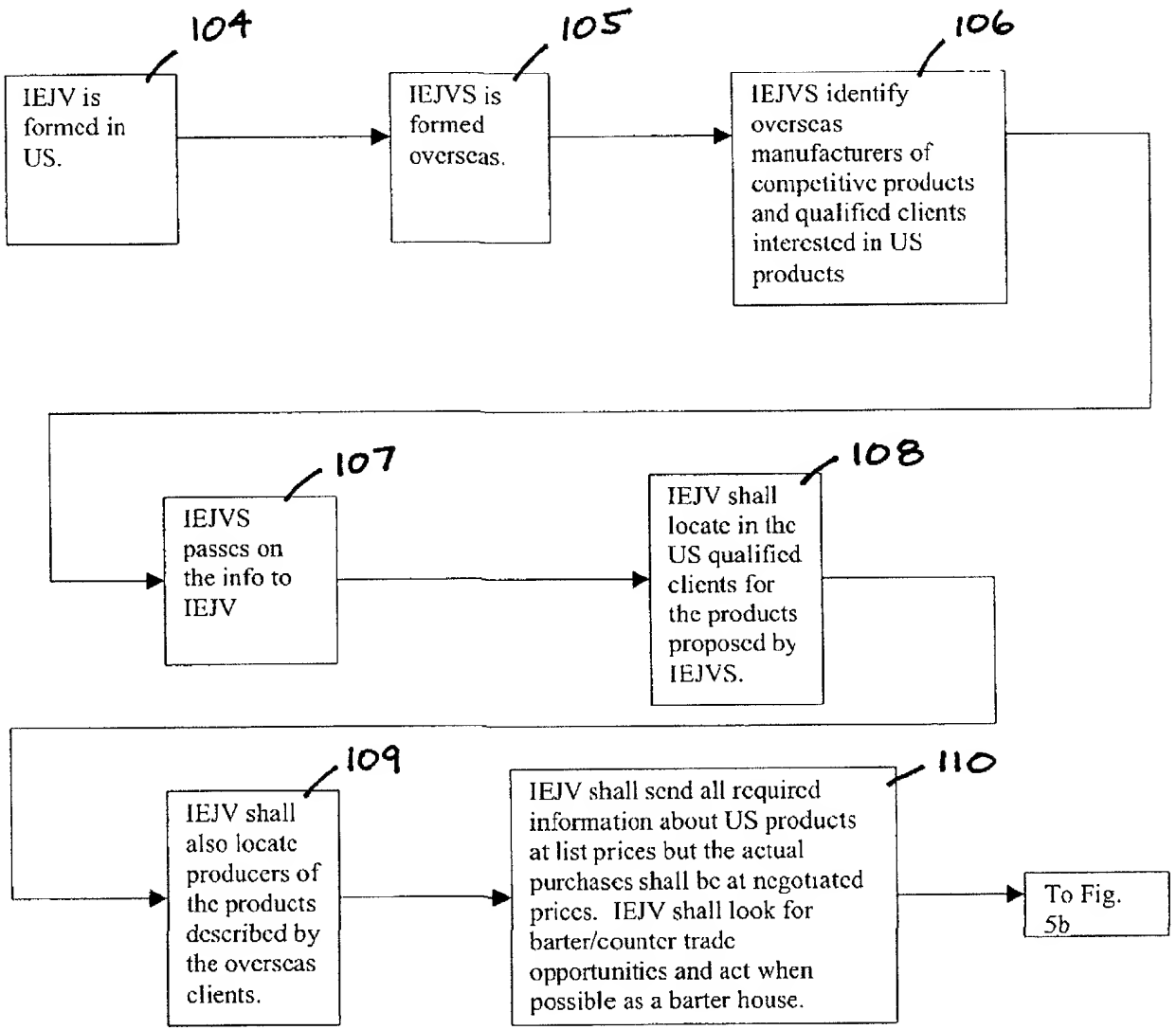
104
IEJV is formed in US.
105
IEJVS is formed overseas.
106
IEJVS identify overseas manufacturers of competitive products and qualified clients interested in US products
107
IEJVS passes on the info to IEJV
108
IEJV shall locate in the US qualified clients for the products proposed by IEJVS.
109
IEJV shall also locate producers of the products described by the overseas clients.
110
IEJV shall send all required information about US products at list prices but the actual purchases shall be at negotiated prices. IEJV shall look for barter/counter trade opportunities and act when possible as a barter house.
To Fig. 5b

FIG. 5a

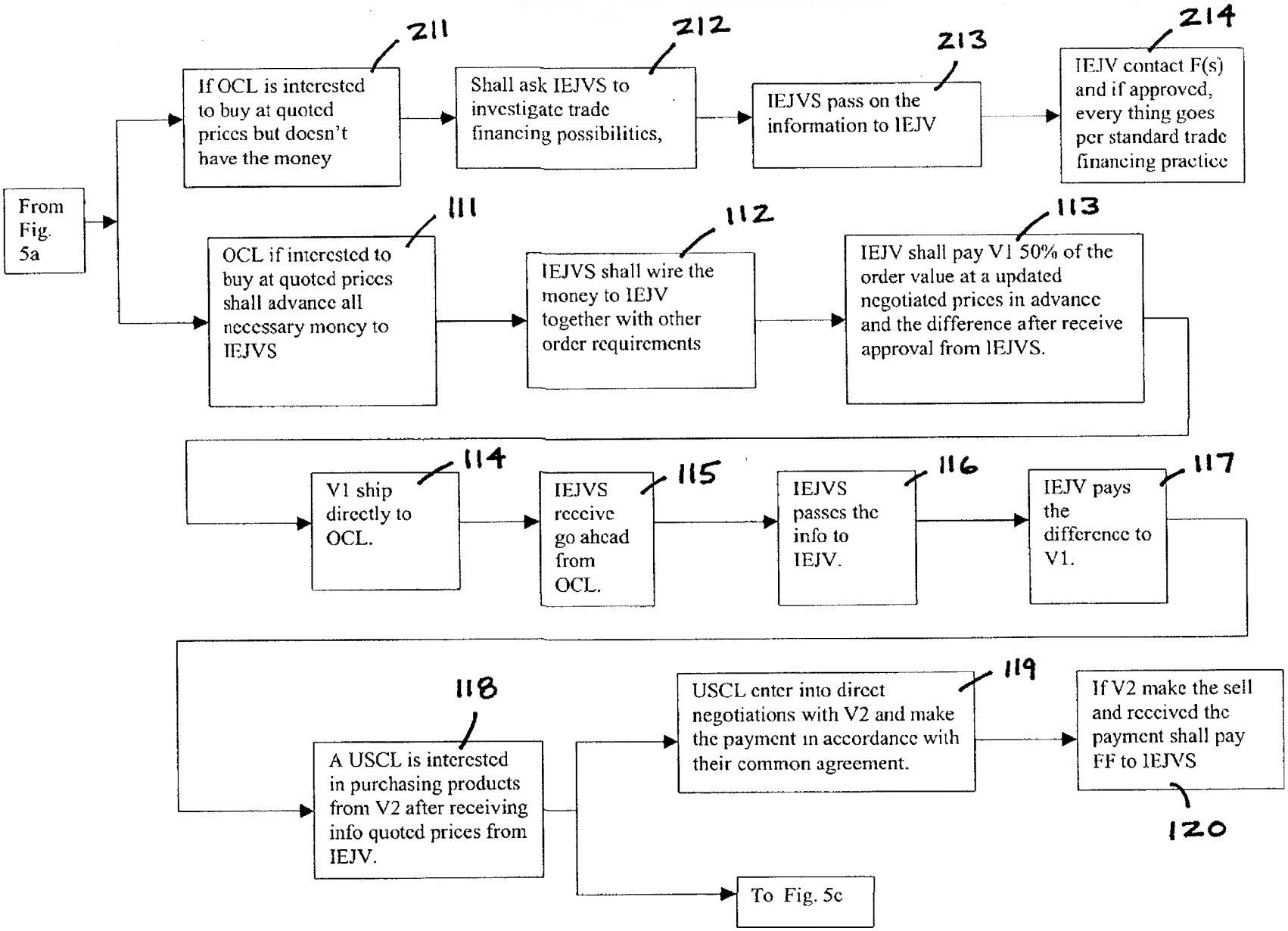
From Fig. 5a
211
If OCL is interested to buy at quoted prices but doesn't have the money
212
Shall ask IEJVS to investigate trade financing possibilities,
213
IEJVS pass on the information to IEJV
214
IEJV contact F(s) and if approved, every thing goes per standard trade financing practice
111
OCL if interested to buy at quoted prices shall advance all necessary money to IEJVS
112
IEJVS shall wire the money to IEJV together with other order requirements
113
IEJV shall pay V1 50% of the order value at a updated negotiated prices in advance and the difference after receive approval from IEJVS.
114
V1 ship directly to OCL.
115
IEJVS receive go ahead from OCL.
116
IEJVS passes the info to IEJV.
117
IEJV pays the difference to V1.
118
A USCL is interested in purchasing products from V2 after receiving info quoted prices from IEJV.
119
USCL enter into direct negotiations with V2 and make the payment in accordance with their common agreement.
If V2 make the sell and received the payment shall pay FF to IEJVS
120
To Fig. 5c

FIG. 5b

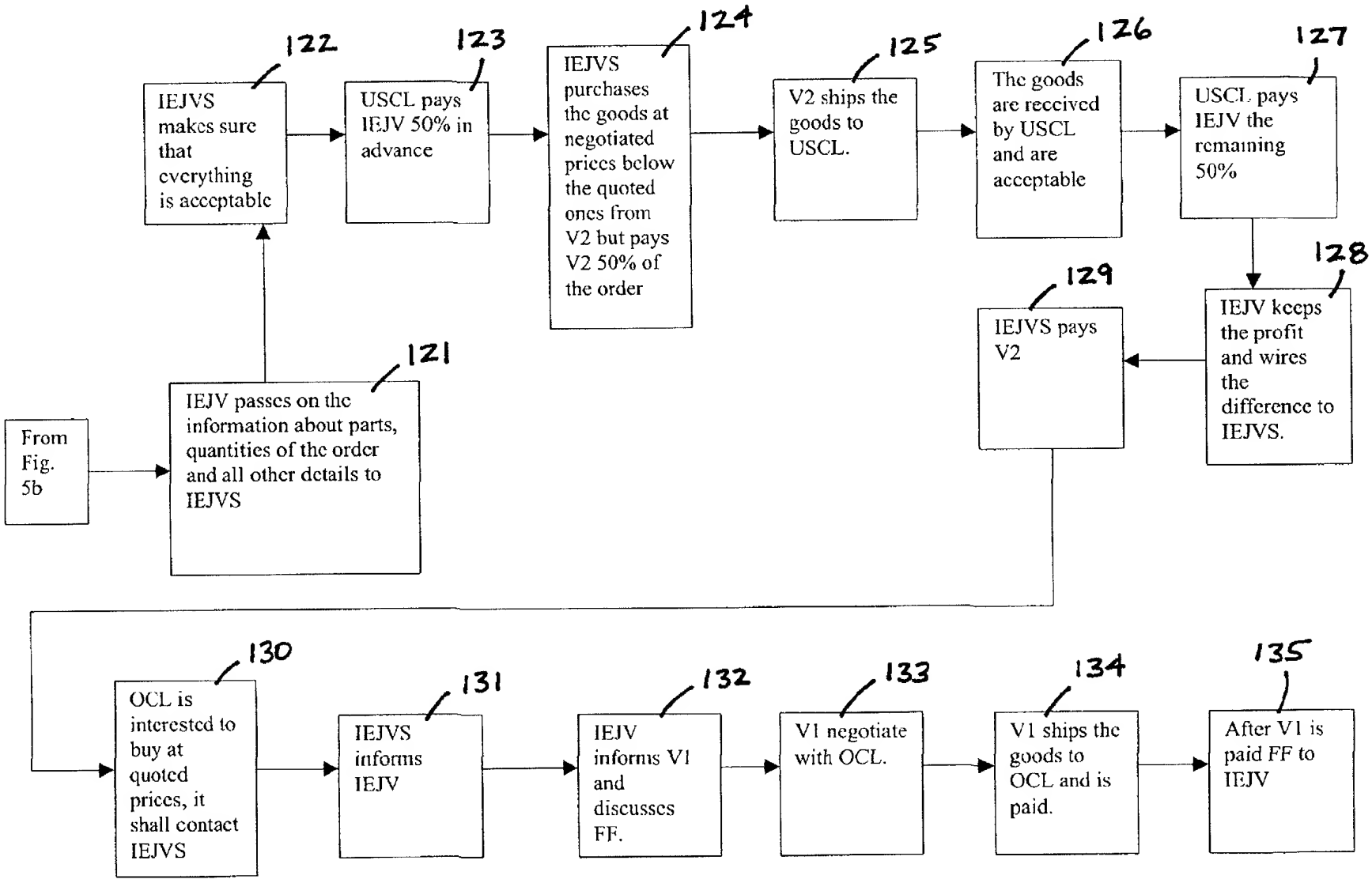
From Fig. 5b
121
IEJV passes on the information about parts, quantities of the order and all other details to IEJVS
122
IEJVS makes sure that everything is acceptable
123
USCL pays IEJV 50% in advance
124
IEJVS purchases the goods at negotiated prices below the quoted ones from V2 but pays V2 50% of the order
125
V2 ships the goods to USCL.
126
The goods are received by USCL and are acceptable
127
USCL pays IEJV the remaining 50%
128
IEJV keeps the profit and wires the difference to IEJVS.
129
IEJVS pays V2
130
OCL is interested to buy at quoted prices, it shall contact IEJVS
131
IEJVS informs IEJV
132
IEJV informs V1 and discusses FF.
133
V1 negotiate with OCL.
134
V1 ships the goods to OCL and is paid.
135
After V1 is paid FF to IEJV

FIG. 5c

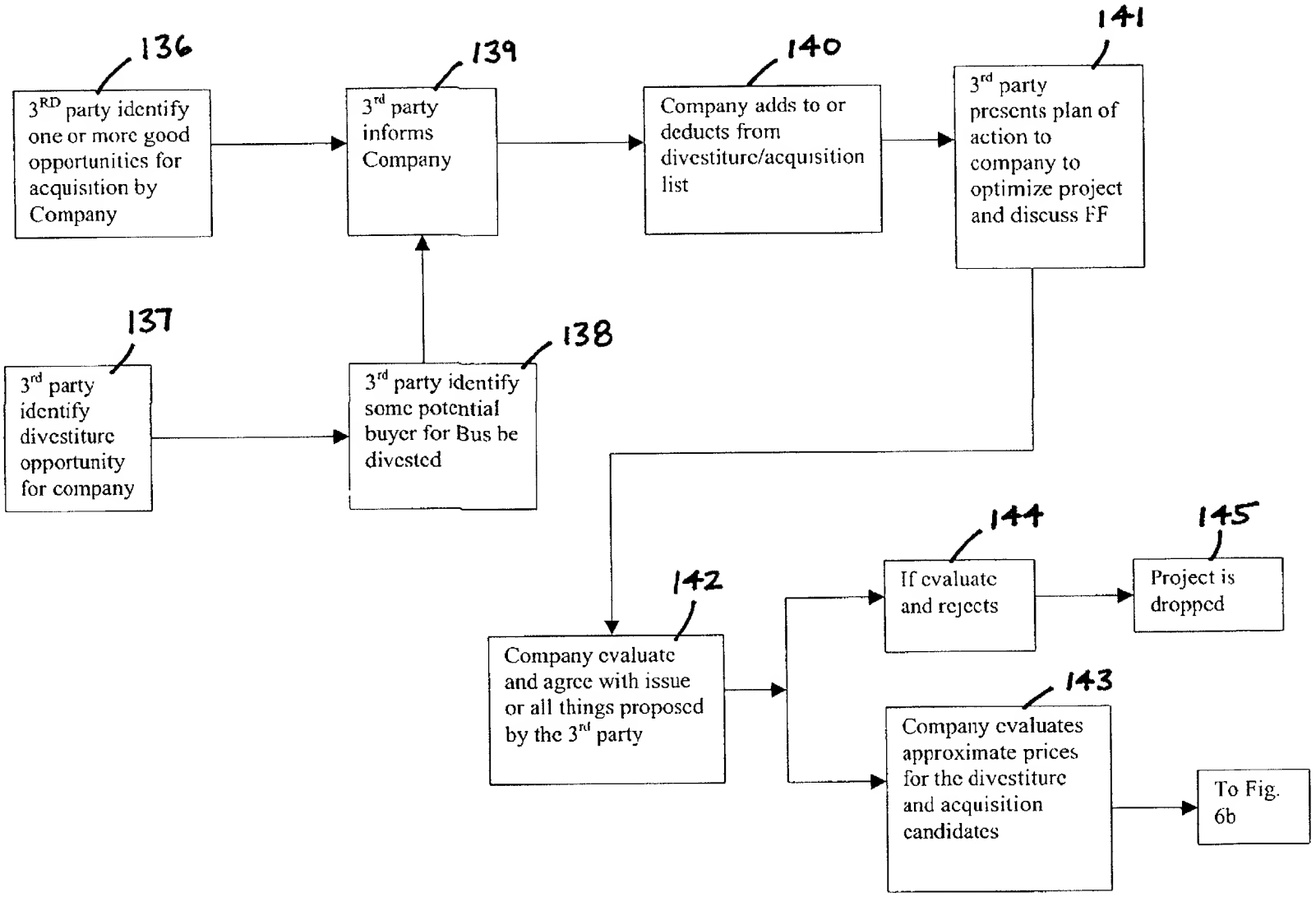
136
3RD party identify one or more good opportunities for acquisition by Company
139
3rd party informs Company
140
Company adds to or deducts from divestiture/acquisition list
141
3rd party presents plan of action to company to optimize project and discuss FF
137
3rd party identify divestiture opportunity for company
138
3rd party identify some potential buyer for Bus be divested
142
Company evaluate and agree with issue or all things proposed by the 3rd party
144
If evaluate and rejects
145
Project is dropped
143
Company evaluates approximate prices for the divestiture and acquisition candidates
To Fig. 6b

FIG. 6a

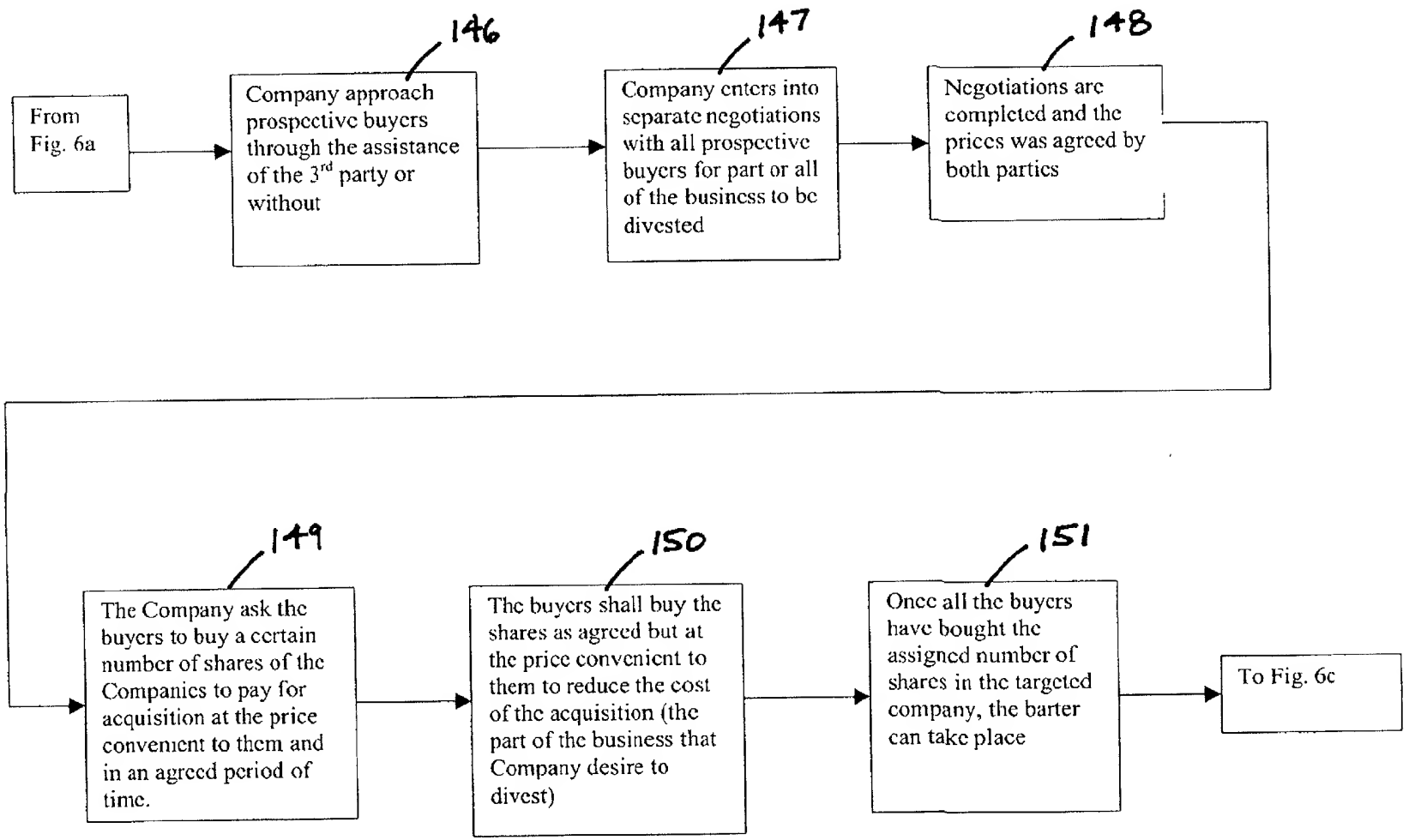
From Fig. 6a
146
Company approach prospective buyers through the assistance of the 3rd party or without
147
Company enters into separate negotiations with all prospective buyers for part or all of the business to be divested
148
Negotiations are completed and the prices was agreed by both parties
149
The Company ask the buyers to buy a certain number of shares of the Companies to pay for acquisition at the price convenient to them and in an agreed period of time.
150
The buyers shall buy the shares as agreed but at the price convenient to them to reduce the cost of the acquisition (the part of the business that Company desire to divest)
151
Once all the buyers have bought the assigned number of shares in the targeted company, the barter can take place
To Fig. 6c

FIG. 6b

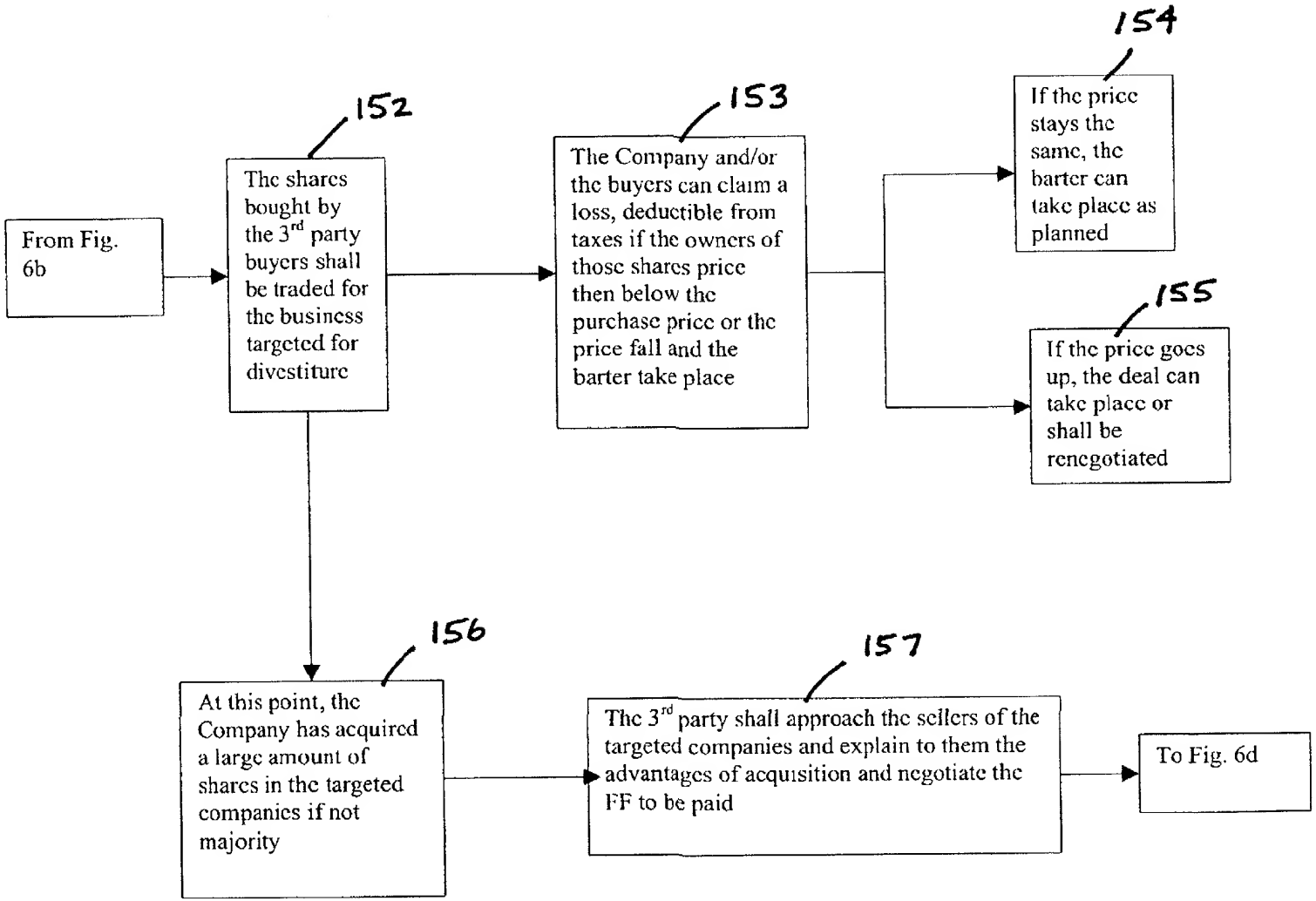
From Fig. 6b
152
The shares bought by the 3rd party buyers shall be traded for the business targeted for divestiture
153
The Company and/or the buyers can claim a loss, deductible from taxes if the owners of those shares price then below the purchase price or the price fall and the barter take place
154
If the price stays the same, the barter can take place as planned
155
If the price goes up, the deal can take place or shall be renegotiated
156
At this point, the Company has acquired a large amount of shares in the targeted companies if not majority
157
The 3rd party shall approach the sellers of the targeted companies and explain to them the advantages of acquisition and negotiate the FF to be paid
To Fig. 6d

FIG. 6c

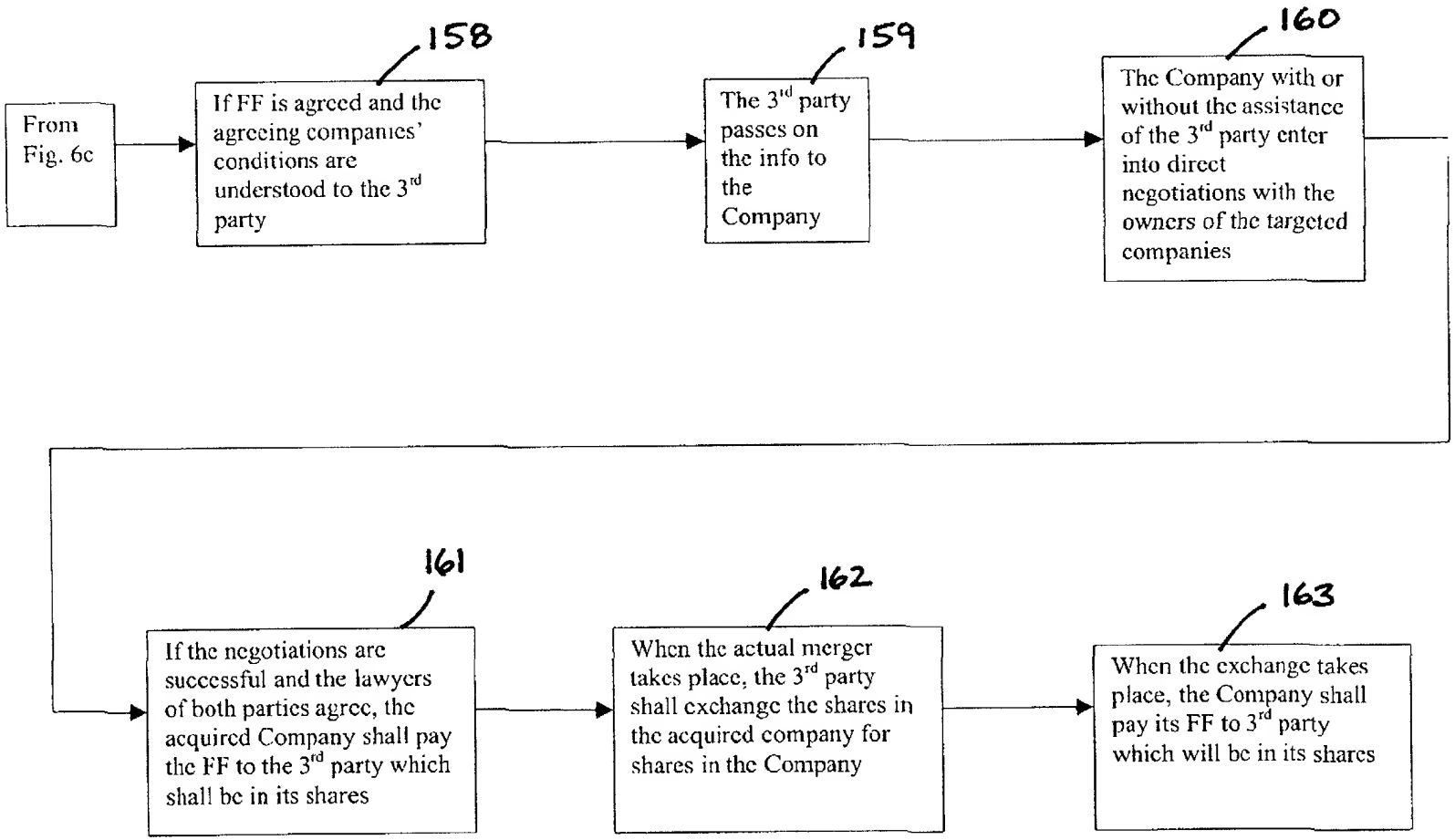
From Fig. 6c
158
If FF is agreed and the agreeing companies' conditions are understood to the 3rd party
159
The 3rd party passes on the info to the Company
160
The Company with or without the assistance of the 3rd party enter into direct negotiations with the owners of the targeted companies
161
If the negotiations are successful and the lawyers of both parties agree, the acquired Company shall pay the FF to the 3rd party which shall be in its shares
162
When the actual merger takes place, the 3rd party shall exchange the shares in the acquired company for shares in the Company
163
When the exchange takes place, the Company shall pay its FF to 3rd party which will be in its shares

FIG. 6d

INDEX

COMPANY is the US and/or foreign company or one of its subsidiaries interested in contracting out manufacturing and/or assembling overseas to qualified companies, bringing the products back to their country for sale.

VM is the provider of financial engineering services and a third party or a member of the third party.

PROJECT is the combination of the existing and new companies and/or services and operations provided as described below in the US and overseas in order to satisfy all parties/partners involved.

C is a qualified existing or new overseas company interested in the manufacturing and/or assembling of the products contracted out by the "COMPANY" and is located abroad.

JVI is a new joint venture, located in a low tax area with partners as shown on other figures and/or described below.

JV2 is a joint venture between the COMPANY, third party and other partners, located overseas that will manufacture/assemble the COMPANY ordered products.

F(s) are the financial institutions that will provide the necessary capital to purchase materials and equipment in exchange for equity in JV2. Some of them also provide loan(s), loan guarantees and leases.

OP is the optimum price for purchased, sold, transferred or shipped goods between the companies and is set to maximize the profits at a desired company and/or location. The "PROJECT" has many and different OP(s). Sellers and/or buyers decide the OP(s).

LTC is the long-term contract issued by the "COMPANY" to its subsidiary JV1 by US subsidiaries to the overseas subsidiaries, the overseas subsidiary to C, the overseas subsidiary to A.

LTC1 is the long-term contract issued by COMPANY to JV1.

LTC2 is the long-term contract issued by JV1 to JV2.

V1 is the generic name for the US vendors of required materials and equipment needed by the JV2. V1 is located in the United States.

V2 is the generic name for a supplier to JV2 and is located overseas.

I is a qualified contractor located in US and/or overseas selected through a bidding process to build the plant and install the equipment.

B is a US or foreign bank located in the US that shall hold in an escrow account the money received from F(s) and make payments as the project progresses.

BC is a branch of B located in the country where JV2 operates.

WM means wired money.

LP is the lease payment to F(s) by "COMPANY."

D is the cash difference between initial quoted prices and updated prices sitting at B and to be sent to VM as project management fee.

FF is the finder fee paid to the third party/VM.

USCL is a US company interested in purchasing the products promoted by IEJV and made overseas.

FIG. 7a

INDEX

IEJV is a joint venture between VM and OTHER interested in purchasing goods in the US and selling them overseas and/or promoting overseas goods in the US. This also identifies potential US buyers of overseas made products.

IEJVS is an overseas corporation/organization, subsidiary of IEJV, which shall identify potential buyers of US products overseas in that country and competitive products from that country to be exported to the US. IEJVS and A could be one in the same.

OCL is an overseas client interested in purchasing goods/products from US.

USS is the salary paid to JV2 management in US dollars in US.

M is the management of JV2.

W are the workers of the JV2.

A is any party purchasing legally the finished goods from JV2's workers and management.

LS is local salaries of W and M.

TC are target companies on the COMPANY acquisition list.

Third Party is VM, one of its joint venture and/or subsidiaries or any combination of the three.

LC is letter of credit.

MSBM&A stands for multi step barter, merger and acquisition.

FE stands for financial engineering.

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FIG. 7b